

Internet Publishing

Wide Area Information Servers, Inc



January 1995

1



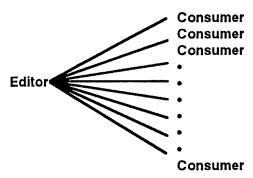
Publishing in Transition

- More publications
- Fewer readers per publication (avg.)
- New players (e.g. CNN, USA Today)
- New technologies: CD-ROM, On-line
- Consumers taking control by selection





Publishing of Old: Push

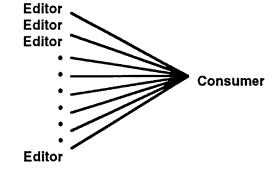


- One to many
- Same for all
- · Editors set schedules

3



Publishing Today: Consumer Pull



- Integrated access to multiple sources
- Personal preferences drives the flow
- Easy Delivery



Consumer's Demand... Ease of FIND

- Easy: Integrated delivery to *their* environment
- Fast: Integrated access to all relevant sources
- Relevant: high quality and on target

5

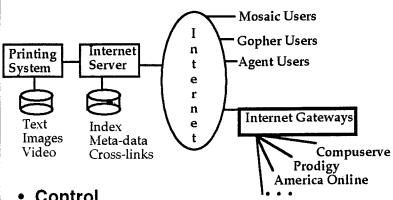


Why the Internet?

- Growth
- Architecture
- Momentum
- Users have Flipped the Equation:
 - Don't Push
 - This is about "Demand Pull"



Internet Publishing for the **Publisher**



- Control
- Distribution
- Advertising and Profits



Internet Consuming: Towards Ease of "Find"

- Integrated Access to Personal/Corporate/ Published Information
- Personal Agents work on your behalf across sources
- Timely: When you want it



WAIS does this Now

- Server Technology
- Protocols for Integration and Agents
- Complete services for Publishers
- Technology Partners





EINEL CHINA

Up : Home Halp Samet

Extrel Chiary search engine entrenced

nille the Colony with Eliese's World Dille Nobel sens. Whe Web ion Windows Clines is the big Web but consider them (V) (1942).

DINE CALARY TO A SUICE TO THOUGHTHIS INCOMENTAL AND SETTING IT INCIDENTALLY THE INCIDENTAL TO A SUICE TO THOUGHTHIS INCOMENTAL TO A SUICE OF THE INCIDENTAL THE I

Topics

aris and figuration

ACCIDENCE TO A STATE OF THE STA Carolina - Parinthina ara - Philosophy -

Editacts and Elements

<u>Howards Administration</u>

<u>Consider Administration</u>



Se Marc

<u>arnorony - Bulgy - Cambuy - Goseburg - Mathibula - Came</u>

Your thin arter

Anthonology - Echanica - Edicardo - Irrigianto - Mistory - Lauringes - Ligrary and communical Science - Especialogy - Sciences

Top of Pasa

<u>Elies</u> is a commercial provider of responde communication and information services. The fab. <u>Colory things</u> comes from the <u>Space February Science in A</u>lbus (STScI).

Comprehe 1993, 1994 (Alternational and Computer Technology Computer (MCC), All Rights Reserved, Edder is a resounce and ALCC

The <u>Cabon Mail</u> can be obtained for home blocked for

Sewon town appropriated

Search Clear selections

40 mis

Childre Pares Childre Entrics #World- Web College Histolics

to Horse Help Search Ton Eller Geleng

11



EINet Galaxy Directory Services

Search for Ishopping (

Search Clear selections

40 htts

againto Piges. Chiany Estima II World-Suide Was. Caronia. Civili iei

World-wide Wer Kernlis - in Sixonog withs is:

d) of 94 (guy p/ y mg stocumente in Astrobose () to a con inc<u>portern playssis</u> fo refina Jour schick)

- COLUMN CO

- SUBMET THE CONTRIBUTION OF THE STATE OF
- - Architecture Landisce, AILL John 2 7 Mar. 24146





leuroductica / Baltaronca Fromusta / Heip

How to Search Organian Colone

INDEX SEARCH

Go

Search entries from the tracts to Eroquine to For examples Sectional

TEXT SHAPOM

where is starford iniversity (

Go

Smoot Bruanden ver by word, phinces or questions. For example, Which the GAS like

Display a list of 40 articles



where is stanford university?

Browning Chine material and 41 may relevant to white a statute of versity?

LITTLE STATE OF THE STATE OF TH

article name LE LAND STANFORD JUNIOR CONVERSITY increase coeducational and iturior of higher rearring at Paic Alic Cult. U.S. The articlement one constant in 1865 and opered in 1867 for random magnite Letter Stanford and the wife capacitate Lindson, and the decided to their deceases and obtain Letter in Theorem.

SIMPLE LANGE LEVEL 1922 (1981)

On March 9, 1853. Materaties, Will, U.S.—G. Julio 21, 1895. Pago Arto, Cariffo American seminor from Catalographisms one of the curidens of the 1996 U.S. Grandom Mandal mulgost

activities of the Steadord Labour Associated Center Estable & Steadord University state Asia Calif. If S. SLAC is a contra for research in particle physics as the source of the fundamental exemplateurs of matters that as Stanford University our used to develop from across the funded Stead are from other countries. If the easily the forest

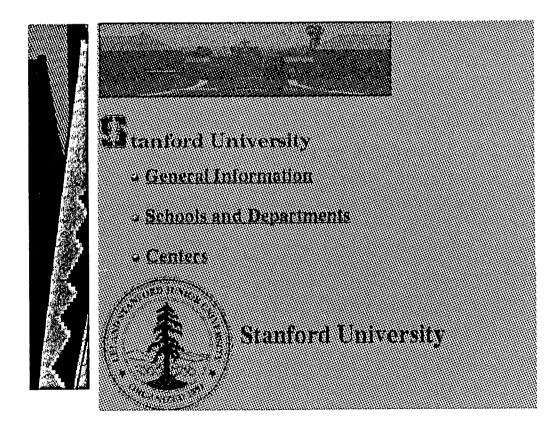


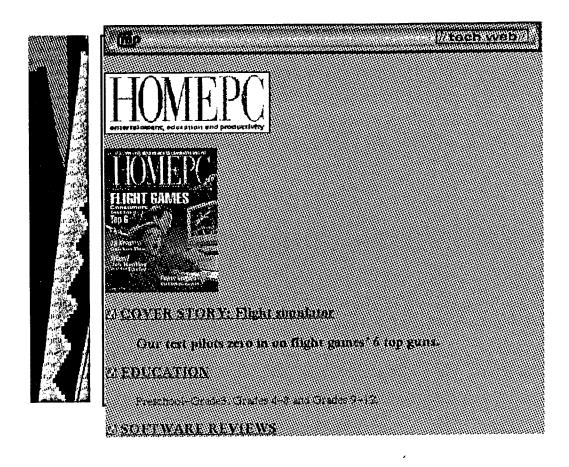
Stanford University.

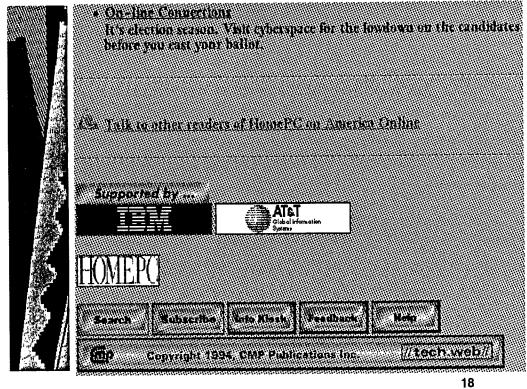
STANFORD (INDEX) AND STANFORD STANFORD SURFICE UNIVERSITY CONSEenderstrong reduction of fugue, earling in Fair Alto Cour. U.S. The navorative was puriod in 1975 and operation of the course machine in our <u>linker</u> Stanford and in site interface in 1981 of SS statement in the distribution of the distribution of the Course document of the SS statement in the following stanform and excessive regions: Stanford a broken Pairs Alto Cour. The following also established at excessive at SS 100 DNC The buildings introduced by French L. and <u>Index</u>). Stanford the course of Course Pairs in Lea Course in the course of southern and excessive and excessive and excessive and excessive Course processors are the course there coursely be continued a community and excessive course.

Stantant markets brock completes in France, their Carmens, when it and England whom has on an applications states stated an income a market periods where expension of the process of their process of the process of th

With the root Recommender of Stanford University was organized. The Living proves information was required and read the Stanford abundant research the core of the World Stanford and read the stanford and read the stanford and read the stanford stanford stanford the stanford s









Global Information Solutions

It's the Internet. It's shared cursor. It's videoconferencing It's your Secret Weapon against the Other Guys.



The New World



The Globalist



tier		//tech.w	3374
SEARCH Well	ome to the CMP Technolo	gy Datshase)	
Meje you will live e	i in ila ment nota malino la lesti. Bett ki ediv jes alifacu kesopa mo	TAGE is public attentions at energy	ng back-ove
	the feeth man multiplicating from a		
	ar nce, sour most be abreg a brook	er which each that the falle	trui
22.00.00	list of <u>conteming treating</u>		
Publicationes to be s	escuet Hom e	• PC	
Search for (text)	networked games	Supmit Qu	ery:
FROM: Marte	All Day	647 1994	
I To- Booth	All Day	Seer 1995	



L New User L	Sources Subjects L.	reduzek (Help/Abot	N.:
Chizanchiliz			
Factories	met publishing	ero the p	eysb Of tex
ontted by S	COFEG SIX FERLING	era marimum se 40	- documents
		Clear	Search

21



Semoch Results

A lithig mery suid, *meren gadigene, ecrossice* entre quadese (el sauces) in the right of their parts arottes

<u> Provinces our amour industrictions is out the substances of the first course</u>

Date Dec 1 1994 Words 1463 Score TCL introduces intervetivical Fortfolio of SEPICES for lands into SEPIE SOCIOLIS. Itali. er/to use suffusio and ligh-speed annicolaine to the internal Date: ligy ___ 1960 Words: 1555 Scare *******

<u>inciner C'hameron volotukkovises inverhat acresa for "Alamoaka enth o anizhte nevr</u>

COURT OF THE STATE OF THE SECOND CONTROL OF

mentet Exprese indicate diatorni servich kondina provider combine, tellebia idvettib. Access, die Milie atachian Warld Wick-Web

Date ties 10 1834 Words 601 Score ******



Dove that From Fare Searces State on Feedback Fleto/Aroug

COMPUSED LANDSPREEDS FOR TONED TO DELIVER FOTAL INTERNET SOLUTIONS

Source: F8 Have Wire was Dowleton Date: Dec. 1994 Ti 11:51 an

Relationaria Fortions Firms as the Leaders in Assump

the Internal Work for Concerne Caromers and Contuners

CTALIANSIS CONT. Dec. 1990 leuriste -- Comprise de Control un SPR incorporated currented the most comprehensive set of corporate internet orienties to the industry sodies as they supposed a purioscalin that will declay an exercise making our commences to acoleve their operator business objectives by coins the internet

Commiserve, which offers hersoring services for companies worldwise and the Compliance Intermeton Service, at a SPRY, the leading devaloper of instinct internet autest stiftkvare, alog kristomred a bladmas relationstills soat emances neteos k compactivity for users of SPE Vising ernet in a Base TAA

23



Natives Carrica Licinsian, et al. (89-685), bulb of Computante incorporates or Andrew Carror of Machiermetia, 200-726-6967, or Desira Labor of SPR (170 276-442-572), or e-mail Desira Gotta com

11:26 **1**5T

Ciet cross-referenced stories:

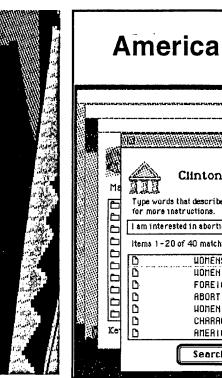
Communic

Indicate

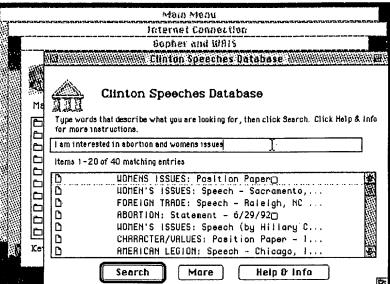
JOINT VENTURES NEW FRODUCTO AND SERVICES FRINENT MALE

MORE DEPOSITE MESS

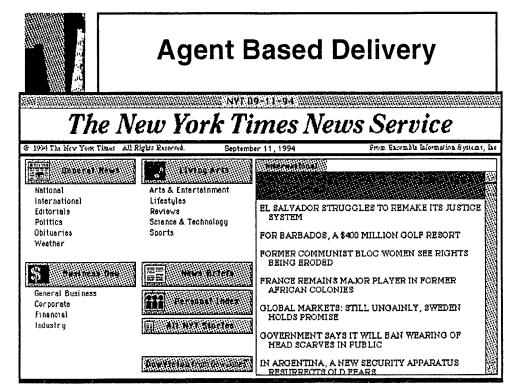
COMMUNICATION OF THE STATE OF T



America Online Gateway



25





Internet Consumer's Credo

- Relevant (What I want)
- Easy (How I want it)
- Fast (When I want it)

27



Internet Publishers' Response

- Move with the Technology
- Watch your Jewels
- Partner Well
- Do it now

